



Year-end

Leadership Academy RoundTable

November 17 – 18, 2017

The Dentist CFO

Every day you work **hard** to care for patients and lead your team to success. Knowing how to work **smart**, however, is another skill set all together.

Discover the skills of the savvy “Dentist CFO” as we explore the systems you can use to lead your team to better results by using the best numerical diagnostics including:

- ◆ What you don't know about your profit and loss statement **that maybe robbing you.**
- ◆ What your team should know about your profit and loss statement.
- ◆ How you can lead with “**open-book**” **management** without feeling like you are giving away the farm.
- ◆ **The truth about bonus systems** and what you can do about it.
- ◆ How to **lead with the use of intelligent numbers** without being accused of “just being about the numbers” by your team.
- ◆ The one number in your practice that **matters more than any other.**
- ◆ Measuring clinical success and effectiveness by the numbers.
- ◆ Why you don't have to be a financial genius to keep your practice healthy financially.
- ◆ **What top CFO's know that you can use** every day to lead your practice.
- ◆ **Uncovering the big mystery** behind your balance sheet.
- ◆ **Discovering the relationship between your P&L and your balance sheet** and why it matters.
- ◆ **Your daily discipline** to make sure everything stays where it should!
- ◆ **Non-negotiables when it comes to your money** and how to set up proper checks and balances so you never have to “trust” anyone.
- ◆ The reports you should be looking at every month and why they matter.
- ◆ **Developing team accountability** around the most important numbers in your practice.

And much, much more. . .

Master the secrets you need to know today to be in control of your personal and practice financial future.

Lead your practice with Dental CFO skills.

Register today: 1-877-399-8677

T O P S INSTITUTE

Total Patient Service

TotalPatientService.com



Year-end

Hygiene Leadership Academy

November 17 – 18, 2017

It's one thing to be a hygienist. It is another to be a **leading clinical provider** on your team. *Refine your skills to be a practice leader:*

- ◆ Understanding your clinical philosophy of care and **how to measure it daily**.
- ◆ **Diagnosing** where your daily focus should be.
- ◆ The business of hygiene and how you can be the **hygiene business leader**.
- ◆ **Secrets to getting more team support** for your hygiene efforts.
- ◆ The formula for determining **"What's Important Now (W.I.N.)"** in you hygiene efforts.
- ◆ **Principles of hygiene leadership** they never taught you in hygiene school!
- ◆ Secrets of servant leadership that will **transform your total team performance**.
- ◆ **How to do more in less time** and transform your effectiveness.

And much, much more. . .

Come learn and grow your hygiene leadership skills as you learn from ToPS hygienists from all over the country and implement the best systems of the leaders.

Register today: 1-877-399-8677

T O P S INSTITUTE

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Leadership Academy

Doctors and Hygienists

November 17 - 18, 2017 — Dallas, Texas

Reservation Form

Please print your name the way you would like it to appear on your CE and name badge.

Practice Name: _____

Dr. Name/Team Contact: _____ AGD Member #: _____

Phone: _____ Email: _____

Doctor(s) Attending

If more than one doctor is attending please place AGD # after Position/Title

| | Position/Title |
|----------|----------------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |
| 5. _____ | _____ |

Hygienist(s) Attending

Position/Title

| | |
|----------|-------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |
| 5. _____ | _____ |

Total Number Attending _____ **Total Amount to be Charged** _____

_____ Tuition: \$625 per participant charged to my card on file. ToPS clients check with your Practice Advisor for pre-paid tuition.

—Or—
Credit Card # _____ Exp Date _____

Exact Name on Card _____

Billing Address _____

City _____ State _____ Zip _____

Approving Signature _____

Office Use Only

*In order to provide a quality experience, advance preparations for your commitment to attend are essential. Changes or refunds are available until **Wednesday, October 26, 2017 only.**

TOPS INSTITUTE

Total Patient Service
877-399-8677

If you have questions before the session:

Contact Deborah Stephens or Susan Pruitt at Total Patient Service Institute.

Toll free: 877-399-8677 • Fax: 817-887-2300

Deborah Stephens Cell: 817-528-8686 • Email: deborahs@totalpatientservice.com

Susan Pruitt Cell: 817-913-8202 • Email: susanp@totalpatientservice.com

Fax/Email Deborah or Susan the Completed Registration to: 817-887-2300



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Where dentistry's best practices unite, and give™

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